CERTKILLERS

Cisco

650-302

ASCERAM - Cisco SaaS Conferencing and(R) EIM Resale ATP for the AM

QUESTION: 29

Which two options are examples of deployment options for hybrid solutions for Cisco Unified MeetingPlace? (Choose two.)

A. integration with an existing account
B. migration from an existing account
C. WebEx setup and scheduling
D. upgrade to the WebEx Connect service
E. WebEx web

Answer: C, E

QUESTION: 30

Which option describes what Cisco considers to be critical to a successful collaboration strategy?

A. more secure business processes
B. enabling new and better experiences
C. more integration options for end users f
D. aster inter-company collaboration

Answer: B

QUESTION: 31

Which two steps describe best practices for placing a product order?

A. List the Cisco list price.
B. Indicate the customer (not the partner).
C. Verify any discounts made.
D. Add the branding fee.
E. Add the subscription fee.

Answer: C, E

QUESTION: 32

A customer is concerned about the WebEx Connect service because of SaaS risks to security. Which two facts are good responses to this objection? (Choose two.)

A. The WebEx Connect service offers directory integration.
B. The WebEx Connect service offers 128-bit SSL encryption.
C. The WebEx Connect service offers SAS-70 Type II attestation.
D. The WebEx Connect service offers purpose-built infrastructure for real-time communication.
E. The WebEx Connect service offers easy integration with a customer's existing firewall configuration.

Answer: B, C

QUESTION: 33
A customer with Cisco IP phones and softphones is uncertain about moving to Cisco WebEx web collaboration. Which benefit should you stress?

A. Cisco Unified Communications architecture and product portfolio
B. scheduling integration with Lotus Notes
C. scheduling integration with Outlook
D. interoperability with existing third- party audio

Answer: D

QUESTION: 34
Which option is an example of an easy and quick-to-deploy cloud-based cost efficiency?

A. minimal to no backend changes
B. large, upfront investment required
C. improved allocation of valuable resources
D. removal of the operational burden of support and maintenance

Answer: D

QUESTION: 35
Which application is used by thud-party audio providers to otter meeting controls in real time?

A. telephony service provider
B. XML
C. SAML
D. single sign-on

Answer: C

Pass your exam at First Attempt....Guaranteed!